



# Harrah's Philadelphia

*A Winning Community Partnership*



# A Promise Made...



# A Promise Kept



## Overview

- Conversion of a 64-acre brownfield site
- 200,000 sq. ft. multi-level casino, racing, convention center & restaurant complex
- World class harness track
- Over \$470M invested capital

## Major Accomplishments

- \$4.1B in Gross Gaming Revenue since opening
- Over 42 million visitors

**Generated over \$2.3 Billion In Taxes and Fees**





# A State-of-the-Art Gaming Experience



**Over 100,000 square feet of gaming space including:**

- 1,700 slots
- 71 tables
- Electronic Table Games
- A William Hill themed sports book
- Live racing with simulcast



# Property Amenities





# Largest Gaming Company in the U.S.



## OUR FAMILY OF EXPERIENCES HAS GROWN



### ARIZONA

1 - Maricopa Harrah's®

### CALIFORNIA

2 - Funner Harrah's®

3 - Lone Harrah's®

### COLORADO

4 - Black Hawk Isle® | Lady Luck®

### FLORIDA

5 - Pompano Beach Isle®

### IOWA

6 - Bettendorf Isle®

7 - Council Bluffs  
Harrah's® | Horseshoe®

8 - Waterloo Isle®

### ILLINOIS

9 - Elgin Grand Victoria Casino®

10 - Joliet Harrah's®

11 - Metropolis Harrah's®

### INDIANA

12 - Anderson Harrah's®

13 - Elizabeth Caesars®

14 - Evansville Tropicana®

15 - Hammond Horseshoe®

16 - Shelbyville Indiana Grand®

### LOUISIANA

17 - Baton Rouge  
Belle of Baton Rouge®

18 - Bossier City Harrah's® |  
Horseshoe®

19 - Lake Charles Isle of Capri®

20 - New Orleans Harrah's®

### MARYLAND

21 - Baltimore Horseshoe®

### MISSISSIPPI

22 - Biloxi Harrah's®

23 - Greenville Trop®

24 - Lula Isle of Capri®

25 - Tunica Horseshoe®

### MISSOURI

26 - Boonville Isle of Capri®

27 - Kansas City Harrah's®

28 - St. Louis Four Seasons® |  
Lumière Place®

### NEVADA

29 - Lake Tahoe Harrah's® |  
Harveys®

30 - Las Vegas Bally's® |  
Caesars Palace® | The Cromwell® |  
Flamingo® | Harrah's® | The LINQ® |  
Nobu Hotel® | Paris® |  
Planet Hollywood® | Rio®

31 - Laughlin Harrah's® | Tropicana®

32 - Reno Circus Circus® | Eldorado® |  
Silver Legacy®

### NEW JERSEY

33 - Atlantic City Caesars® |  
Harrah's® | Tropicana®

### NORTH CAROLINA

34 - Cherokee Harrah's®

35 - Cherokee Valley River Harrah's®

### OHIO

36 - Columbus Eldorado®  
Scioto Downs

### PENNSYLVANIA

37 - Philadelphia Harrah's®

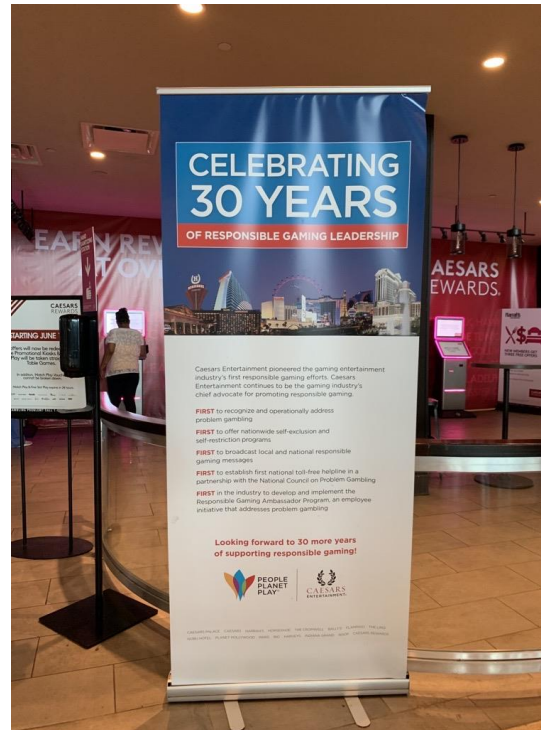
### CANADA

38 - Windsor Caesars®

# Caesars Code of Commitment



- Responsible Gaming is the **foundation** of Caesars Entertainment's Code of Commitment
- First casino company to offer nationwide self-exclusion and self-restriction programs
- Developed the industry's first-ever broadcast advertising campaign
- First to establish a national toll-free hotline in partnership with the National Council on Problem Gambling
- Onboarding and annual training for team members



# Continuing to Invest in the Property



## Gaming Floor Improvements



- \$1.3M spent to re-carpet entire gaming floor (2017)
- Purchased new slot chairs and table chairs (2018)
- Continually purchase slot machines and lease new offerings
  - 120 new games added in 2019-2020



# Continuing to Invest in the Property



## New and Re-branded Food & Beverage Offerings





# Commitment to Our Guests





# Commitment to Harness Racing



## **Harness Racing Contributions**

- PA Horse Racing Development Fund: \$371M
- PA Horse Harness Association Fees: over \$31M
- PA Pari-mutuel Taxes: over \$10M

## **Racing Operations – 70+ jobs including affiliated vendors**

### **150 Live Racing days per year**

- 5/8 mile track
- March/April through December
- Dedicated Races for PA Sired/Owned horses

### **Average of ~\$160k in daily purses**



# Racing Growth



## Wagering on Horse Racing is one of the fastest growing areas of our business at Harrah's Philadelphia

- Despite several months of the track being closed in 2020, pari-mutuel revenue grew by 85% vs 2019 and racing handle grew by 39%
- The popularity is continuing in 2021 with some of our highest volume and win days ever
  - May 30<sup>th</sup> – our Invitational event featuring some of the best horses in the country – was our **2<sup>nd</sup> most** successful day of live racing in the property's history
  - May 16<sup>th</sup> was our 5<sup>th</sup> best day ever
- Simulcasting onsite and internet account wagering offered year-round on all major tracks
  - Record handle for internet wagering on Kentucky Derby 2021





# COVID Response



## Taking care of our team members and our guests

Harrah's Philadelphia closed temporarily on two separate occasions

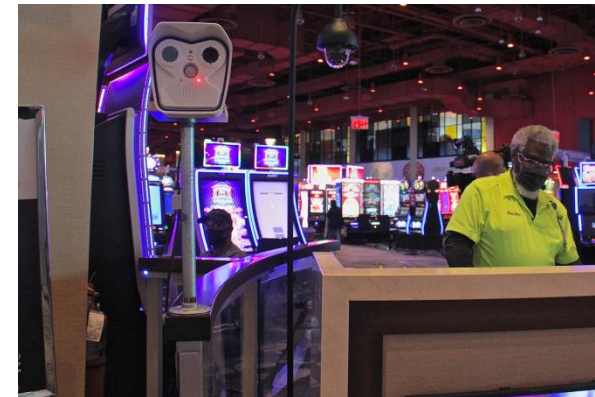
- March 14, 2020 – June 26, 2020
- December 12, 2020 – January 4, 2021

The property was prepared to open as soon as the restrictions were lifted and took the following safety measures:

- Temperature checks and masks required for all employees and guests
- Limited occupancy, which included turning off every other slot machine and reduced seating at table games
- Daily deep cleans with professional sanitizing equipment

Team member experience:

- Employees were paid for two additional weeks during the first closure and were paid throughout the entire second closure period inclusive of wages and tips
- Benefits were covered from the first closure through July 31<sup>st</sup>
- We also paid over \$146k for PPE supplies



# A Major Economic Driver





# Over \$2 Billion in Taxes & Fees Generated



## **SLOT MACHINES ECONOMIC IMPACT (through 2020)**

• Commonwealth of Pennsylvania	\$1.2B
• Pennsylvania Race Horse Development Fund	\$371M
• Economic Development Fund	\$170M
• Section 1401 Assessment to the Commonwealth	\$65M
• Local Share Assessment – City & County	\$151M
• Land Lease Agreement – City & County	\$140M
• Initial Slot License Fee	\$50M

<b>TOTAL SLOTS FINANCIAL IMPACT</b>	<b>\$2.1B</b>
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# Over \$2 Billion in Taxes & Fees Generated



## **TABLE GAMES ECONOMIC IMPACT (through 2020)**

- |   |         |
|---|---------|
| • Commonwealth of Pennsylvania                | \$96M   |
| • Section 1401 Assessment to the Commonwealth | \$12M   |
| • Local Share Assessment – City & County      | \$17M   |
| • Land Lease Agreement – City & County        | \$27M   |
| • Initial Table Games License Fee             | \$16.5M |

<b>TOTAL TABLE GAMES FINANCIAL IMPACT</b>	<b>\$169M</b>
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# Over \$2 Billion in Taxes & Fees Generated

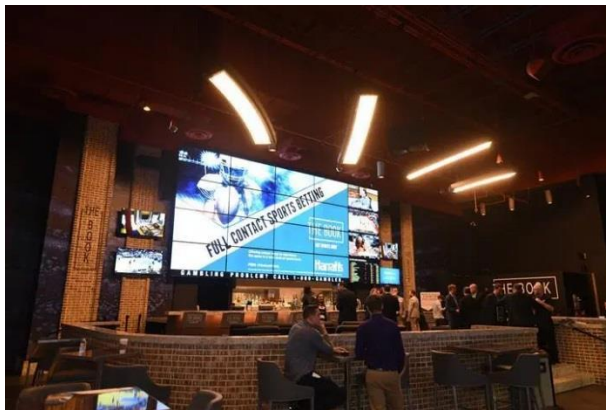


## **SPORTS BETTING ECONOMIC IMPACT (through 2020)**

- Commonwealth of Pennsylvania \$1.5M
- Local Share Assessment \$87K
- Initial Sports Betting License Fee \$10M

## **TOTAL SPORTS BETTING FINANCIAL IMPACT**

**\$11.6M**



*Sports wagering went live at Harrah's Philadelphia in January 2019*

# Over \$2 Billion in Taxes & Fees Generated



## INTERACTIVE GAMING ECONOMIC IMPACT (through 2020)

• Commonwealth of Pennsylvania	\$2.5M
• CFA County Grants	\$844K
• Local Share Assessment	\$560K
• Initial Fee	\$10M

<b>TOTAL INTERACTIVE GAMING FINANCIAL IMPACT</b>	<b>\$13.9M</b>
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# Dedication to Our Local Community

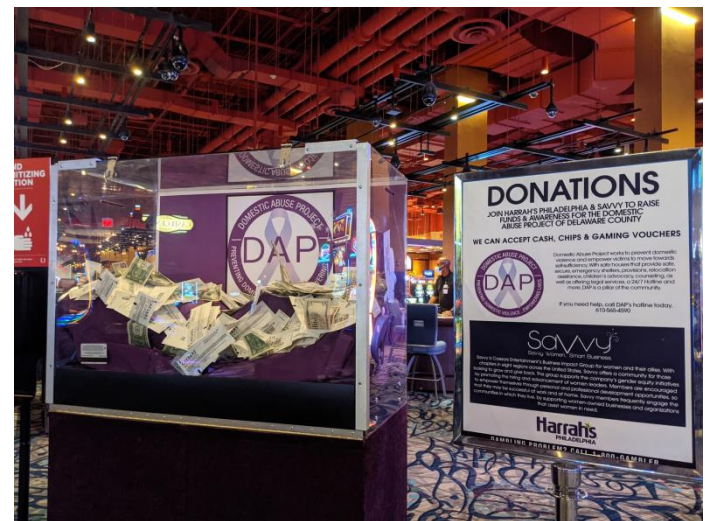


# How We Make a Difference



## \$1.8M In Charitable Contributions since opening

- Chester Education Foundation
- Chester Resident Scholarship Fund
- Chester Senior Center
- CityTeam Chester
- CRC Watersheds
- Crozer Library
- Delaware County Literacy Council
- Domestic Abuse Project of Delaware County
- Riverfront Alliance of Delaware County
- Salvation Army of Chester
- United Way of Greater Philadelphia and Southern New Jersey
- Walk to Work Program
- Walnut Street Elementary School





# How We Make a Difference



## Harrah's Employees Reaching Out (HERO) Program

- Over 8,400 volunteer hours in 2019

## Leadership Team Serves on Many Local Community Organizations

- Asian American Chamber of Commerce of Greater Philadelphia
- Boys & Girls Club of Chester
- Chester Education Foundation
- CityTeam Chester
- Crozer Library
- Delaware County Chamber of Commerce
- Delaware County Literacy Council
- Greater Philadelphia Chamber of Commerce
- Riverfront Alliance of Delaware County
- United Way of Greater Philadelphia and Southern New Jersey



# Community Commitment



## We are a large purchaser of local and PA products

- 22% Local Business Enterprise (LBE) spend in FY 2018/2019
- \$3.34M LBE spend in FY 2018/2019
- \$825k in Delaware County spend in FY 2018/2019
- 22% MBE/WBE spend in FY 2018/2019
- \$3.47M MBE/WBE spend in FY 2018/2019





# Our Most Valued Asset – Our Team Members



# Creator of Family Sustaining Jobs



**Total Salaries & Wages Paid since opening: \$477M**

**Total Employee Taxes & Benefits Paid: \$218M**

- Full Time employees are eligible for comprehensive insurance coverage

## **Additional Benefits Offered**

- One free meal per shift
- 401k Match
- Paid Time Off/ Flexible Time Off
- Employee Assistance Program
- Tuition Reimbursement
- Caesars Cares Program
- Bonus and Incentive Programs
- Employee Discounts
- Free Table Games Training On Site
- Payment of licensing fees on license renewals





# Continuing to Grow Our Team



We've maintained our commitment to recruiting locally and onboarding new team members throughout the pandemic and we're proud to have been recognized as a top place to work in the Philadelphia area 5 of the last 6 years



# Who We Are



- 62% of our team are minorities
- 40% of our team are women
- 77% of our employees are PA residents
- 46% of our employees are Delaware County Residents
- 42% of our employees are union affiliated

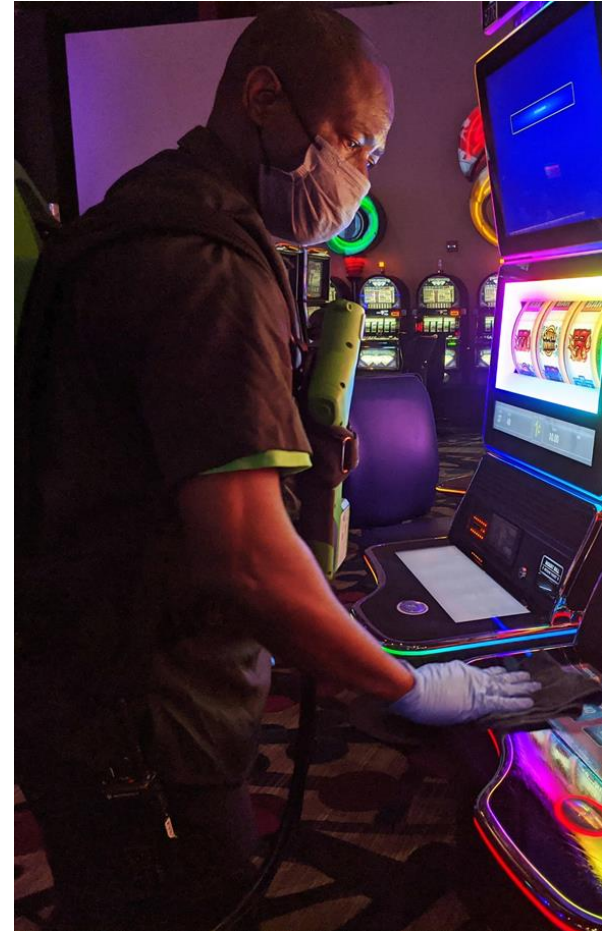




# Union Affiliation



- Unite Here Local 54 (Food & Beverage, EVS, Slot Hosts, Stewarding, Wardrobe)
- International Brotherhood of Teamsters Local 312 (Warehouse)
- Laborers International Union of North America Local 413 (Cage Cashiers, Mutuel Tellers)
- Metropolitan Regional Council of Carpenters, United Brotherhood of Carpenters and Joiners of America (General and Track Maintenance, Landscaping, Tradesmen)
- International Brotherhood of Electrical Workers Local 98 (Slot Technicians)



# Celebrating Diversity



# Speakers



**Marianne Oronzio**  
Cage and Credit Manager



**Lawrence Moore Jr.**  
Security and Risk Manager



# In Closing

We continue to be a proud resident of the City of Chester and Delaware County. We've been a revenue generator, job creator and active member of the community for over 14 years and look forward to many more years of our mutually beneficial partnership. Thank you.

